

24 Month Cash Flow Pro Forma

	Annual		1- Month
Gross Sales	\$ 1,680,000		\$ 140,000.00
<b>Gross Revenues</b>			<b>\$ 140,000.00</b>
<i>Gross Revenues Per Week</i>			<i>\$ 32,307.69</i>
Adjustment: Less Sales Tax/VAT inc. in sales			
<b>Net Revenues</b>			<b>\$ 140,000.00</b>
<i>Net Revenues Per Week</i>			<i>\$ 32,307.69</i>
<b><u>COST OF GOODS SOLD</u></b>			
Average Cost of Goods Sold	\$ 184,800		\$ 15,400.00
<b>Total CGS</b>	-		<b>\$ 15,400.00</b>
<b>Gross Profit</b>	-		<b>\$ 124,600.00</b>
<i>Gross Profit Per Week</i>			<i>\$ 28,753.85</i>
<i>Gross Profit Margin</i>			<i>89%</i>
<b><u>SELLING, GENERAL &amp; ADMINISTRATIVE EXPENSES (not including Amort. &amp; Dep.)</u></b>			
<b><u>Variable Expenses</u></b>			
Salaries-Staff	\$ 253,920		\$ 21,160.00
Advertising	\$ 6,216		\$ 518.00
Royalty Fees Exp	\$ 134,400		\$ 11,200.00
Bank Charges	\$ 13,187		\$ 1,098.92
Other Supplies	\$ 156,000		\$ 13,000.00
Taxes-Payroll	\$ 90,999		\$ 7,583.25
			\$ -
			\$ -
<b><u>Fixed Expenses</u></b>			
Dues and Subscriptions	\$ 15,278		\$ 1,273.17
Insurance-Business	\$ 23,352		\$ 1,946.00
Outside Services-Professional	\$ 149,258		\$ 12,438.17
Rent-Store	\$ 156,000		\$ 13,000.00
Storage	\$ 1,307		\$ 108.92
Telephone	\$ 14,669		\$ 1,222.42
Travel	\$ 15,719		\$ 1,309.92
Utilities	\$ 10,266		\$ 855.50
			\$ -
			\$ -
<b><u>Miscellaneous Expenses</u></b>			
Other Expenses (Medical)	\$ 11,350	-	\$ 945.83
<b>Total SG&amp;A Expenses</b>	<b>\$ 1,051,921</b>	-	<b>\$ 87,660.08</b>
<i>Weekly Overhead</i>			<i>\$ 20,229.25</i>
<b>EBITDA</b>	-		<b>\$ 36,939.92</b>
<i>EBITDA per week</i>			<i>\$ 8,524.60</i>
Annual Cumulative Net Before Dep, Int & Tax		-	\$ 36,939.92
Plus:			
Cash Invested (net of commissions)			
<i>Cumulative Investments</i>			
Loans Received/Assumed		-	
Sale of capital assets			
<b>OPERATING CASH BEFORE INT &amp; TAXES</b>	-		<b>\$ 36,939.92</b>
<b>ANNUAL CUMULATIVE CASH FLOW</b>	-		<b>\$ 36,939.92</b>
Less			
Distributions			
Acquisition of capital assets			
Interest	\$ 96,000		\$ 8,000.00
Principal Repayment on Loans		-	\$ -
<i>Outstanding Loans</i>		-	\$ -

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CHANGE IN OPERATING CASH BEFORE TAXES	-	\$	28,939.92
ENDING CASH BALANCE	-	\$	28,939.92

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Gross Sales

Gross Revenues  
Gross Revenues Per Week

Adjustment: Less Sales Tax/VAT inc. in sales

Net Revenues  
Net Revenues Per Week

COST OF GOODS SOLD

Average Cost of Goods Sold

Total CGS

Gross Profit

Gross Profit Per Week  
Gross Profit Margin

SELLING, GENERAL & ADMINISTRATIVE  
EXPENSES (not including Amort. & Dep.)

Variable Expenses

- Salaries-Staff
- Advertising
- Royalty Fees Exp
- Bank Charges
- Other Supplies
- Taxes-Payroll

Fixed Expenses

- Dues and Subscriptions
- Insurance-Business
- Outside Services-Professional
- Rent-Store
- Storage
- Telephone
- Travel
- Utilities

Miscellaneous Expenses

- Other Expenses (Medical)

Total SG&A Expenses

Weekly Overhead

EBITDA

EBITDA per week

Annual Cumulative Net Before Dep, Int & Tax

Plus:

- Cash Invested (net of commissions)
- Cumulative Investments
- Loans Received/Assumed
- Sale of capital assets

OPERATING CASH BEFORE INT & TAXES  
ANNUAL CUMULATIVE CASH FLOW

Less

- Distributions
- Acquisition of capital assets
- Interest
- Principal Repayment on Loans
- Outstanding Loans

24 Month Cash Flow Pro Forma

CHANGE IN OPERATING CASH BEFORE TAXES

ENDING CASH BALANCE

24 Month Cash Flow Pro Forma

Gross Sales

Gross Revenues

Gross Revenues Per Week

Adjustment: Less Sales Tax/VAT inc. in sales

Net Revenues

Net Revenues Per Week

COST OF GOODS SOLD

Average Cost of Goods Sold

Total CGS

Gross Profit

Gross Profit Per Week

Gross Profit Margin

SELLING, GENERAL & ADMINISTRATIVE  
EXPENSES (not including Amort. & Dep.)

Variable Expenses

Salaries-Staff  
Advertising  
Royalty Fees Exp  
Bank Charges  
Other Supplies  
Taxes-Payroll

Fixed Expenses

Dues and Subscriptions  
Insurance-Business  
Outside Services-Professional  
Rent-Store  
Storage  
Telephone  
Travel  
Utilities

Miscellaneous Expenses

Other Expenses (Medical)

Total SG&A Expenses

Weekly Overhead

EBITDA

EBITDA per week

Annual Cumulative Net Before Dep, Int & Tax

Plus:

Cash Invested (net of commissions)  
Cumulative Investments  
Loans Received/Assumed  
Sale of capital assets

OPERATING CASH BEFORE INT & TAXES  
ANNUAL CUMULATIVE CASH FLOW

Less

Distributions  
Acquisition of capital assets  
Interest  
Principal Repayment on Loans  
Outstanding Loans

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CHANGE IN OPERATING CASH BEFORE TAXES

ENDING CASH BALANCE